

SUCCESS STORY

Sabert Corp.

New Jersey Manufacturing Extension Program



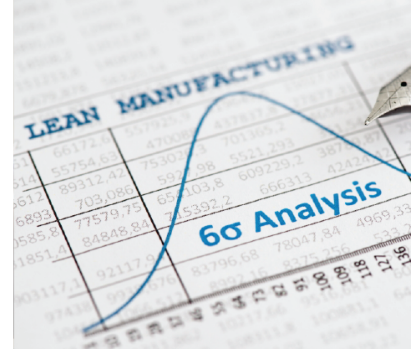
NJMEP showed experience in regard to the Lean Initiative in which they helped us implement. They demonstrated to us why they are considered one of the best Lean implementation experts in New Jersey. The project helped us identify wasted efforts and help us reduced costs in our manufacturing operations. We intend to utilize NJMEP on additional training and cost savings projects in the future.

" Kregg Salvino, Director EHS

New Processes and Procedures Improve Packaging Manufacturer's Competitiveness

ABOUT. Sabert Corporation is a global leader and innovator in the food packaging industry. Since 1983, Sabert has been designing, manufacturing and distributing quality, cost-effective solutions for packaging, displaying, serving and storing fine food. The company is headquartered in Sayreville, New Jersey with 248 employees. Sabert also has North American facilities in California and Kentucky, as well as manufacturing facilities in Belgium, Europe and China. Sabert's founder, Albert Salama founded the company when he was 32 years old based on a vision he had that lifestyles would eventually drive food choices, and he resigned from a position as vice president of a major global bank and began selling plastic food trays out of his apartment. He launched the company with his own modest savings and no investors, and it is now an industry frontrunner serving many businesses, from small independent caterers to multinational clients. The company's original mission, to enhance and advance the way people enjoy food, continues to guide the company's success today. Along the way, Salama built new headquarters in Sayreville, added or expanded facilities elsewhere, and realized significant sales growth. Today, Sabert is one of the largest providers of short-life food containers and Mr. Salama received the Ernst and Young Entrepreneur of the Year™ 2014 Award.

THE CHALLENGE. Sabert has never rested on its laurels. More than 10 years ago, Albert Salama and two others from the company participated in a Lean Manufacturing workshop and followed up with New Jersey Manufacturing Extension Program, Inc. (NJMEP) on a Product Development project. When Sabert wanted to improve production efficiency they met with the NIST MEP affiliate again. The company felt that the skills of their current workers needed improvement as well as communication between workers and workers and management. Low productivity as a result of inefficiencies was also a problem. Long changeovers of almost two hours negatively impacted production. Although Sabert had a number of internal experts experienced in Lean, and a quality assurance person with a black belt in Six Sigma the company wanted to work with NJMEP to design and implement a training plan for its workforce.



RESULTS



Hired **10** new employees



Increased sales by **9.3%**



2% cost savings



Invested **\$575,000** in workforce development and new processes/products

NEXT STEPS



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MEP'S ROLE. After assessing the needs of the client a plan to introduce Lean Manufacturing to Sabert was proposed and accepted. In addition to the Lean implementation plan, NJMEP identified the company as an excellent candidate for a New Jersey Department of Labor Customized Training Grant. Assisting in both the application and administration of the grant, NJMEP was able to make the implementation of Lean a simple and cost effective process. Over a course of one year, Sabert and NJMEP educated 107 employees in the principles and tools necessary for transitioning to a Lean organization. Now the company's employees are able to improve productivity by becoming more efficient in their practices. In addition, communication through the organization improved as a result of the Team Building work.